David Smith
Owner at Engagement through High Performance Ltd
Leeds, GB
Authoritative and inspiring speaker using real business stories to create high performance

Biography
David spent 35 years in the Corporate world, culminating as Executive Board Director for the Asda retail business, with responsibility for People and I.T. David was instrumental in the transformation of that business from near bankruptcy to market leading success. Asda was eventually voted as Best Place to work in the UK Sunday Times Survey under David's stewardship, with David and his team leading many of the changes which created a highly productive performance based culture. David is now a highly respected author, business speaker, consultant and mentor to CEOs and HRDs. David speaks internationally about the 7 principles of building a high performance culture, utilising Asda as a case study, along with international exemplars of his speaking. He also runs masterclasses on the important topics of performance management, leadership and communication as a powerful tool for change management. David's style is to engage his audience using storytelling to bring learning points alive.

Availability
Keynote, Moderator, Panelist, Workshop, Author Appearance

Industry Expertise
Human Resources, Manufacturing, Corporate Leadership, Retail

Areas of Expertise
Leadership, Engagement, Communication, Performance Management

Affiliations
Chartered Institute of Personnel & Development, Carayol, Wavelength Companies, Academy of Chief Executives

Sample Talks
The 7 Principles of Building a High Performance Culture
Using the Case Study of Asda in UK Retail, David gives listeners an inspiring and practical set of principles to engaging employees and drive high performance.
Business Communication with impact
Communication is the rocket fuel of effective business change. This masterclass gives practical tools and techniques for increasing effectiveness and performance.

Performance Management
David runs a powerful masterclass on this difficult topic, which is both practical and persuasive. Delegates leave with real life examples and ideas of how to perform at a different level.

Education
Henley Management College
MBA Business Management

Harvard Business School
Human Resources Strategy

Sheffield Hallam University
BA (Hons) Business Management

Sheffield Hallam University
CIPD Human Resources

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